MONTHLY UPDATE | DECEMBER 2023 & YEAR RECAP

Happy New Year everyone! Another month, another Customer Service Recap is here!

As is tradition with the holiday season, December was quite a bust season for us over here in CS. We are still working through the backlog of CS tickets that accumulated throughout the past few weeks but we are making more progress each and every day! if a customer reaches out concerned that they haven't heard back after a week or so please let them know we are working as quickly as we can to tackle the backlog and get caught up to current tickets and will be reaching out to them ASAP!

On the Micrologic front, the credit card updating issue with the portal has finally been fixed! Woohoo! Thank you all for you help with assisting customers on site with updating cards and for your continued patience as CS has done our best to help everyone with issues like this over the phone and via CS tickets.

For the sixth month in a row, we've had no stores with 3 or more complaints! I cannot say how thankful I am for all the work you all have been doing to minimize these complaints and make our washes the best place for our customers to go!

Keep up the great work and we here in Customer Service hope everyone has a great new year!



Customer Service Report DEC 2023

6,541 7% hover Nov 23

Total Monthly Contacts

Dec 22 - Dec 23

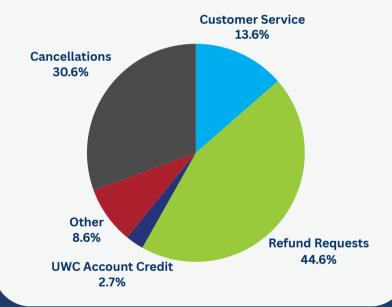


Salesforce Cases

Dec 22 - Dec 23

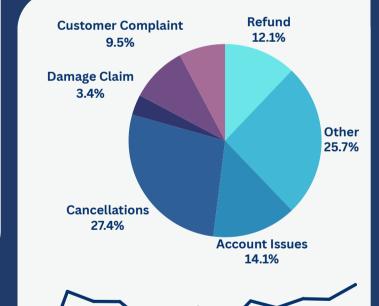
2,529

S Phone Calls



1,179 Facebook Messages





Dec 22 - Dec 23

1.89 Average Response Business Days Time



Customer Service Report 2023 Recap

83,515 25% 1 over 2022

Total Monthly Contacts

Jan 22 - Dec 23

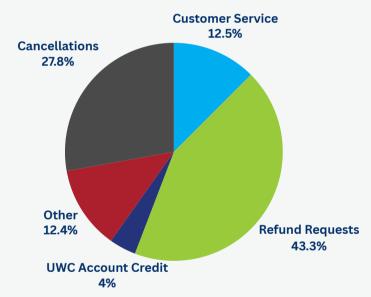


Salesforce Cases

Jan 22 - Dec 23

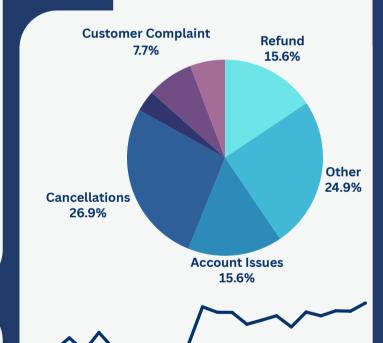
26,669

CS Phone Calls



21,602 Facebook Messages





Jan 22 - Dec 23

1.26 2023 Average
Business Days
(~9.5 hours)

Response
Time

Store Data by ARM

December 2023

Amber Burwell	Moo/Bee	Cam Morris	Moo	Michael Lautzenheis	Moo
Number of Calls	157.88	Number of Calls	135.33	Number of Calls	140.80
Phone Pick Up %	41.98%	Phone Pick Up %	40.50%	Phone Pick Up %	39.74%
Phone Duration	3:42:25	Phone Duration	2:37:19	Phone Duration	2:55:12
Google Reviews	4.17	Google Reviews	4.00	Google Reviews	3.42
Complaints	0.25	Complaints	0.00	Complaints	0.00
Wash Volume	13,624	Wash Volume	14,596	Wash Volume	15,525
Cancellations	230	Cancellations	150	Cancellations	182
D				7A	
Dan Diener	Моо	Mark Eichner	Moo		
Number of Calls	128.29	Number of Calls	107.25		
Phone Pick Up %	52.71%	Phone Pick Up %	46.21%		
Phone Duration	2:57:28	Phone Duration	2:09:10		
Google Reviews	4.16	Google Reviews	4.47		
Complaints	0.00	Complaints	0.38		
Wash Volume	15,347	Wash Volume	13,003		
Cancellations	189	Cancellations	162		
e					
Davis Ruppert	Ace	Kayla Cortes	Ace	Kurt Delune	Clean
Number of Calls	108.14	Number of Calls	143.29	Number of Calls	111.33
Phone Pick Up %	56.71%	Phone Pick Up %	51.32%	Phone Pick Up %	43.78%
Phone Duration	2:36:28	Phone Duration	3:18:25	Phone Duration	1:57:15
Google Reviews	4.23	Google Reviews	4.32	Google Reviews	4.39
Complaints	0.14	Complaints	0.00	Complaints	0.17
Wash Volume	10,138	Wash Volume	14,392	Wash Volume	8,071
Cancellations	135	Cancellations	194	Cancellations	121
			-		
Tiffany Bertok	Clean	Dan Yanick	Clean	David Silvernail	Clean
Number of Calls	113.67	Number of Calls	158.57	Number of Calls	141.83
Phone Pick Up %	38.24%	Phone Pick Up %	25.74%	Phone Pick Up %	42.91%
Phone Duration	2:24:45	Phone Duration	3:11:02	Phone Duration	3:04:50
Google Reviews	4.20	Google Reviews	4.34	Google Reviews	4.43
Complaints	0.17	Complaints	0.14	Complaints	0.17
Wash Volume	11,624	Wash Volume	12,844	Wash Volume	8,996
Cancellations	175	Cancellations	152	Cancellations	138
				200	
Darion Harrington	GCAW	David Hadaway	GCAW	Lisa Ellsworth	GCAW
Number of Calls	102.57	Number of Calls	67.25	Number of Calls	75.25
Phone Pick Up %	25.14%	Phone Pick Up %	54.56%	Phone Pick Up %	49.44%
Phone Duration	2:09:19	Phone Duration	1:35:46	Phone Duration	1:42:25
Google Reviews	4.83	Google Reviews	3.22	Google Reviews	3.81
Complaints	0.00	Complaints	0.00	Complaints	0.00
Wash Volume	8,908	Wash Volume	3,949	Wash Volume	8,417
Cancellations	150	Cancellations	65	Cancellations	131

Store Data by ARM

2023 Average

Amber Burwell	Moo/Bee	Cam Morris	Moo	Michael Lautzenheiser	Moo
Number of Calls	152.59	Number of Calls	146.50	Number of Calls	162.03
Phone Pick Up %	35.42%	Phone Pick Up %	38.20%	Phone Pick Up %	38.58%
Phone Duration	3:28:36	Phone Duration	2:55:35	Phone Duration	3:20:17
Google Reviews	4.32	Google Reviews	4.13	Google Reviews	4.03
Complaints	0.46	Complaints	0.33	Complaints	0.46
Wash Volume	16,060	Wash Volume	17,058	Wash Volume	18,655
Cancellations	141	Cancellations	148	Cancellations	149
Cancellations	141	Cancellations	140	Cancellations	147
Dan Diener	Moo	Mark Eichner	Moo		
Number of Calls	130.55	Number of Calls	103.47		
Phone Pick Up %	44.11%	Phone Pick Up %	38.00%		
Phone Duration	2:46:54	Phone Duration	2:15:38		
Google Reviews	4.29	Google Reviews	4.47		
Complaints	0.32	Complaints	0.26		
Wash Volume	18,098	Wash Volume	15,641		
Cancellations	134	Cancellations	128		
Davis Ruppert	Ace	Kayla Cortes	Ace	Kurt Delune	Clean
Number of Calls	136.43	Number of Calls	176.23	Number of Calls	123.17
Phone Pick Up %	48.97%	Phone Pick Up %	48.52%	Phone Pick Up %	40.08%
Phone Duration	3:03:17	Phone Duration	4:09:20	Phone Duration	2:18:16
Google Reviews	4.16	Google Reviews	4.26	Google Reviews	4.31
Complaints	0.38	Complaints	0.32	Complaints	0.21
Wash Volume	13,753	Wash Volume	18,356	Wash Volume	8,496
Cancellations	133	Cancellations	178	Cancellations	112
	1		1		
Tiffany Bertok	Clean	Dan Yanick	Clean	David Silvernail	Clean
Number of Calls	91.40	Number of Calls	156.13	Number of Calls	130.24
Phone Pick Up %	34.48%	Phone Pick Up %	23.87%	Phone Pick Up %	40.05%
Phone Duration	1:57:51	Phone Duration	3:07:05	Phone Duration	2:32:54
Google Reviews	4.46	Google Reviews	4.41	Google Reviews	4.23
Complaints	0.21	Complaints	0.29	Complaints	0.32
Wash Volume	12,050	Wash Volume	14,091	Wash Volume	10,977
Cancellations	110	Cancellations	101	Cancellations	98
Darion Harrington	GCAW	David Hadaway	GCAW	Lisa Ellsworth	GCAW
Number of Calls	130.49	Number of Calls	88.88	Number of Calls	97.58
Phone Pick Up %	23.97%	Phone Pick Up %	41.98%	Phone Pick Up %	44.32%
Phone Duration	2:39:06	Phone Duration	1:49:17	Phone Duration	1:59:22
Google Reviews	4.34	Google Reviews	4.41	Google Reviews	4.41
Complaints	0.21	Complaints	0.19	Complaints	0.20
Wash Volume	9,874	Wash Volume	5,483	Wash Volume	10,196
Cancellations	129	Cancellations	59	Cancellations	102

101 Tier 2	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
Number of Calls	131	192.42	157.88	119.52	120.28
Phone Pick Up %	40.46%	42.47%	42%	43%	43.98%
Phone Duration	3:01:13	4:38:47	3:42:25	2:34:41	2:35:53
Google Reviews	3.67	4.22	4.17	4.18	4.12
Complaints	0	1.08	0.25	0.28	0.11
Wash Volume	11,100	14,976	13,624	14,333	11,441
Cancellations	134	137	230	130	156
102 Tier 1	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
Number of Calls	198	224.42	130.13	126.32	120.28
Phone Pick Up %	25.25%	29.43%	39%	45%	43.98%
Phone Duration	4:33:43	4:41:11	2:57:07	2:42:00	2:35:53
Google Reviews	5	4.28	4.23	4.09	4.12
Complaints	0	0.92	0.13	0.16	0.11
Wash Volume	18,061	22,335	13,309	14,534	11,441
Cancellations	204	173	134	173	156
103 Tier 2	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
Number of Calls	194	197.83	132.83	126.32	120.28
Phone Pick Up %	32.99%	28.71%	37%	45%	43.98%
Phone Duration	3:29:09	3:23:05	2:18:00	2:42:00	2:35:53
Google Reviews	3	3.73	4.05	4.09	4.12
Complaints	0	1.08	0.33	0.16	0.11
Wash Volume	15,450	19,138	14,231	14,534	11,441
Cancellations	207	177	130	173	156
104 Tier 2	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
Number of Calls	161	152.25	132.83	126.32	120.28
Phone Pick Up %	48.45%	46.40%	37%	45%	43.98%
Phone Duration	2:36:16	2:46:40	2:18:00	2:42:00	2:35:53
Google Reviews	2.75	3.95	4.05	4.09	4.12
Complaints	0	0.17	0.33	0.16	0.11
Wash Volume	12,548	16,119	14,231	14,534	11,441
Cancellations	145	144	130	173	156
105 Tier 2		AVG Year to Date	Area Avg	Brand Avg	Company Average
Number of Calls	NO DATA	NO DATA	141.60	126.32	120.28
Phone Pick Up %		NO DATA	45%	45%	43.98%
Phone Duration	NO DATA	NO DATA	3:09:43	2:42:00	2:35:53
Google Reviews	1	3.88	3.74	4.09	4.12
Complaints	0	0.5	0.17	0.16	0.11
Wash Volume	9,719	13,372	15,268	14,534	11,441
Cancellations	155	148	151	173	156
106 Tier 1	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
Number of Calls	250	260.42	141.60	126.32	120.28
Phone Pick Up %	12.40%	24.61%	45%	45%	43.98%
Phone Duration	4:10:52	4:17:22	3:09:43	2:42:00	2:35:53
Google Reviews	2.75	3.79	3.74	4.09	4.12
Complaints	0	0.25	0.17	0.16	0.11
Wash Volume	17,950	22,247	15,268	14,534	11,441
Cancellations	250	209	151	173	156
107 Tier 1	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
Number of Calls	194	176.08	117.43	126.32	120.28
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Phone Pick Up % Phone Duration Google Reviews Complaints Wash Volume Cancellations	194 58.25% 4:47:16 4.57 0 18,810 271	176.08 49.53% 4:32:16 4.21 0.17 21,517 220	117.43 50% 2:51:02 3.95 0.29 15,315 126	126.32 45% 2:42:00 4.09 0.16 14,534 173	120.28 43.98% 2:35:53 4.12 0.11 11,441 156

108	Tier 1		AVG Year to Date	Area Avg	Brand Avg	Company Average
	Number of Calls	150	201.67	132.83	126.32	120.28
	Phone Pick Up %	60.00%	48.52%	37%	45%	43.98%
	Phone Duration	3:40:30	4:01:14	2:18:00	2:42:00	2:35:53
	Google Reviews	4.5	3.80	4.05	4.09	4.12
	Complaints	0	0.17	0.33	0.16	0.11
	Wash Volume	18,588	21,840	14,231	14,534	11,441
	Cancellations	174	201	130	173	156
109	Tier 3	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
	Number of Calls	126	128.67	117.43	126.32	120.28
	Phone Pick Up %	39.68%	33.64%	50%	45%	43.98%
	Phone Duration	2:56:31	2:12:54	2:51:02	2:42:00	2:35:53
	Google Reviews	3.5	3.99	3.95	4.09	4.12
	Complaints	0	0.25	0.29	0.16	0.11
	Wash Volume	9,804	12,383	15,315	14,534	11,441
	Cancellations	95	88	126	173	156
110	Tier 1	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
	Number of Calls	200	190.42	90.75	126.32	120.28
	Phone Pick Up %	44.00%	39.42%	43%	45%	43.98%
	Phone Duration	4:20:53	4:33:48	1:54:34	2:42:00	2:35:53
	Google Reviews	3.57	4.16	4.63	4.09	4.12
	Complaints	1	0.58	0.38	0.16	0.11
	Wash Volume	18,810	22,534	12,878	14,534	11,441
	Cancellations	186	192	118	173	156
111	Tier 1	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
	Number of Calls	174	206.67	130.13	126.32	120.28
	Phone Pick Up %	53.45%	42.52%	39%	45%	43.98%
	Phone Duration	4:38:30	5:24:33	2:57:07	2:42:00	2:35:53
	Google Reviews	4.13	4.29	4.23	4.09	4.12
	Complaints	1	0.42	0.13	0.16	0.11
	Wash Volume	19,798	22,950	13,309	14,534	11,441
	Cancellations	337	260	134	173	156
112	Tier 2	Dec 2023		Area Avg	Brand Avg	Company Average
	Number of Calls	158	167.50	132.83	126.32	120.28
	Phone Pick Up %	36.71%	33.52%	37%	45%	43.98%
	Phone Duration	3:10:15	3:15:30	2:18:00	2:42:00	2:35:53
	Google Reviews	5	4.48	4.05	4.09	4.12
	Complaints	0	0.33	0.33	0.16	0.11
	Wash Volume	17,457	20,516	14,231	14,534	11,441
	Cancellations	170	174	130	173	156
113	Tier 2	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
	Number of Calls	136	125.75	90.75	126.32	120.28
	Phone Pick Up %	27.21%	38.53%	43%	45%	43.98%
	Phone Duration	1:48:45	2:14:32	1:54:34	2:42:00	2:35:53
	Google Reviews	5	4.25	4.63	4.09	4.12
	Complaints	0	0.33	0.38	0.16	0.11
	Wash Volume	9,908	13,765	12,878	14,534	11,441
	Cancellations	122	119	118	173	156
114	Tier 2	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
	Number of Calls	116	153.50	141.60	126.32	120.28
	Phone Pick Up %	39.66%	37.57%	45%	45%	43.98%
	Phone Duration	2:41:45	3:02:47	3:09:43	2:42:00	2:35:53
	Google Reviews	4	4.16	3.74	4.09	4.12
	Complaints	0	0.17	0.17	0.16	0.11
	Wash Volume	15,363	18,771	15,268	14,534	11,441
	Cancellations	125	124	151	173	156
	Cancellations	120	124	101	1/3	130

115 Tier 1	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
Number of Calls	199	186.58	117.43	126.32	120.28
Phone Pick Up %		42.09%	50%	45%	43.98%
Phone Duration	3:23:53	3:40:05	2:51:02	2:42:00	2:35:53
Google Reviews	4.14	4.31	3.95	4.09	4.12
Complaints	0	0.58	0.29	0.16	0.11
Wash Volume	17,798	21,106	15,315	14,534	11,441
Cancellations	228	185	126	173	156
116 Tier 2	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
Number of Calls	123	139.92	90.75	126.32	120.28
Phone Pick Up %	50.41%	41.45%	43%	45%	43.98%
Phone Duration	2:54:12	2:52:39	1:54:34	2:42:00	2:35:53
Google Reviews	5	4.70	4.63	4.09	4.12
Complaints	2	0.58	0.38	0.16	0.11
Wash Volume	15,686	18,593	12,878	14,534	11,441
Cancellations	154	134	118	173	156
117 Tier 1	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
Number of Calls	141	173.50	141.60	126.32	120.28
Phone Pick Up %		44.45%	45%	45%	43.98%
Phone Duration	3:21:15	3:58:27	3:09:43	2:42:00	2:35:53
Google Reviews	4.14	3.95	3.74	4.09	4.12
Complaints	0	0.67	0.17	0.16	0.11
Wash Volume	17,408	20,598	15,268	14,534	11,441
Cancellations	153	144	151	173	156
118 Tier 2		AVG Year to Date	Area Avg	Brand Avg	Company Average
Number of Calls	102	134.08	117.43	126.32	120.28
Phone Pick Up %		26.02%	50%	45%	43.98%
Phone Duration	2:43:26	2:31:13	2:51:02	2:42:00	2:35:53
Google Reviews	4.4	4.35	3.95	4.09	4.12
Complaints	0	0.50	0.29	0.16	0.11
Wash Volume	15,730	19,540	15,315	14,534	11,441
Cancellations	226	120	126	173	156
119 Tier 2	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
Number of Calls	94	109.33	90.75	126.32	120.28
Phone Pick Up %		32.55%	43%	45%	43.98%
Phone Duration	1:39:23	1:55:23	1:54:34	2:42:00	2:35:53
Google Reviews	3.6	4.38	4.63	4.09	4.12
Complaints	0	0.25	0.38	0.16	0.11
Wash Volume	15,386	19,548	12,878	14,534	11,441
Cancellations	130	140	118	173	156
120 Tier 1 Number of Calls	Dec 2023	AVG Year to Date 123.92	Area Avg 90.75	Brand Avg	Company Average
				126.32	120.28
Phone Pick Up % Phone Duration	1:48:19	46.09% 2:28:59	43% 1:54:34	45% 2:42:00	43.98% 2:35:53
	4.36	4.45	4.63		
Google Reviews	0	0.17	0.38	4.09 0.16	4.12 0.11
Complaints Wash Volume	16,702	20,993	12,878	14,534	11,441
Cancellations	124	145	118	173	156
121 Tier 1	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
Number of Calls	107	135.25	141.60	126.32	120.28
Phone Pick Up %		34.63%	45%	45%	43.98%
Phone Duration	2:03:50	2:59:32	3:09:43	2:42:00	2:35:53
Google Reviews	4.6	4.12	3.74	4.09	4.12
Complaints	0	0.17	0.17	0.16	0.11
Wash Volume	18,237	21,466	15,268	14,534	11,441
Cancellations	265	151	151	173	156

122	Tier 3	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
	Number of Calls	60	101.75	130.13	126.32	120.28
	Phone Pick Up %	58.33%	49.07%	39%	45%	43.98%
	Phone Duration	1:30:35	2:18:26	2:57:07	2:42:00	2:35:53
	Google Reviews	4.75	4.62	4.23	4.09	4.12
	Complaints	1	0.58	0.13	0.16	0.11
	Wash Volume	11,001	13,424	13,309	14,534	11,441
	Cancellations	146	72	134	173	156
123	Tier 2	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
	Number of Calls	103	92.75	117.43	126.32	120.28
	Phone Pick Up %	67.96%	56.83%	50%	45%	43.98%
	Phone Duration	2:27:31	2:06:03	2:51:02	2:42:00	2:35:53
	Google Reviews	2.5	4.31	3.95	4.09	4.12
	Complaints	0	0.00	0.29	0.16	0.11
	Wash Volume	17,872	20,646	15,315	14,534	11,441
	Cancellations	155	120	126	173	156
124	Tier 2	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
	Number of Calls	75	81.67	90.75	126.32	120.28
	Phone Pick Up %	42.67%	31.04%	43%	45%	43.98%
	Phone Duration	1:42:39	1:45:05	1:54:34	2:42:00	2:35:53
	Google Reviews	4.5	4.51	4.63	4.09	4.12
	Complaints	0	0.17	0.38	0.16	0.11
	Wash Volume	12,219	15,421	12,878	14,534	11,441
	Cancellations	142	82	118	173	156
125	Tier 2	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
	Number of Calls	98	107.58	117.43	126.32	120.28
	Phone Pick Up %	61.22%	48.83%	50%	45%	43.98%
	Phone Duration	2:24:11	2:38:45	2:51:02	2:42:00	2:35:53
	Google Reviews	5	4.44	3.95	4.09	4.12
	Complaints	0	0.42	0.29	0.16	0.11
	Wash Volume	13,864	16,627	15,315	14,534	11,441
	Cancellations	155	117	126	173	156
126	Tier 2	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
	Number of Calls	76	88.08	117.43	126.32	120.28
	Phone Pick Up %	63.16%	51.86%	50%	45%	43.98%
	Phone Duration	1:59:25	1:47:04	2:51:02	2:42:00	2:35:53
	Google Reviews	5	4.46	3.95	4.09	4.12
	Complaints	0	0.33	0.29	0.16	0.11
	Wash Volume	13,548	14,870	15,315	14,534	11,441
	Cancellations	191	89	126	173	156
127	Tier 2	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
	Number of Calls	90	87.50	141.60	126.32	120.28
	Phone Pick Up %	58.89%	51.62%	45%	45%	43.98%
	Phone Duration	2:18:19	2:23:19	3:09:43	2:42:00	2:35:53
	Google Reviews	4	4.31	3.74	4.09	4.12
	Complaints	0	1.00	0.17	0.16	0.11
	Wash Volume	14,474	15,478	15,268	14,534	11,441
	Cancellations	145	120	151	173	156
128	Tier 2	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
	Number of Calls	81	84.75	130.13	126.32	120.28
	Phone Pick Up %	46.91%	24.86%	39%	45%	43.98%
	Phone Duration	1:42:36	2:07:30	2:57:07	2:42:00	2:35:53
		NO REVIEWS		4.23	4.09	4.12
	Complaints	0	0.33	0.13	0.16	0.11
	Wash Volume	12,956	13,489	13,309	14,534	11,441
	Cancellations	117	104	134	173	156

129	Tier 5	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
	Number of Calls	89	42.67	90.75	126.32	120.28
	Phone Pick Up %	55.06%	39.16%	43%	45%	43.98%
	Phone Duration	1:44:55	1:28:15	1:54:34	2:42:00	2:35:53
	Google Reviews	4.75	4.37	4.63	4.09	4.12
	Complaints	0	0.00	0.38	0.16	0.11
	Wash Volume	9,921	9,178	12,878	14,534	11,441
	Cancellations	332	157	118	173	156
130	Tier 2	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
	Number of Calls	85	110.08	132.83	126.32	120.28
	Phone Pick Up %	2.35%	11.77%	37%	45%	43.98%
	Phone Duration	1:25:57	2:22:39	2:18:00	2:42:00	2:35:53
	Google Reviews	3.75	4.72	4.05	4.09	4.12
	Complaints	0	0.17	0.33	0.16	0.11
	Wash Volume	12,681	13,956	14,231	14,534	11,441
	Cancellations	125	103	130	173	156
131	Tier 4	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
	Number of Calls	39	14.08	90.75	126.32	120.28
	Phone Pick Up %	61.54%	35.77%	43%	45%	43.98%
	Phone Duration	1:14:17	0:46:21	1:54:34	2:42:00	2:35:53
	Google Reviews	5	4.96	4.63	4.09	4.12
	Complaints	0	0.00	0.38	0.16	0.11
	Wash Volume	5,392	5,095	12,878	14,534	11,441
	Cancellations	104	53	118	173	156
133	Tier 2	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
	Number of Calls	64	49.67	132.83	126.32	120.28
	Phone Pick Up %	62.50%	60.26%	37%	45%	43.98%
	Phone Duration	1:21:47	1:44:23	2:18:00	2:42:00	2:35:53
	Google Reviews	5	4.11	4.05	4.09	4.12
	Complaints	0	0.08	0.33	0.16	0.11
	Wash Volume	10,851	10,777	14,231	14,534	11,441
	Cancellations	81	86	130	173	156

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201	Tier 1	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
	Number of Calls	191	197.75	111.43	125.71	120.28
	Phone Pick Up %	53.93%	46.65%	54%	54%	43.98%
	Phone Duration	5:03:25	4:43:37	2:24:09	2:57:27	2:35:53
		NO REVIEWS	4.36	4.25	4.28	4.12
	Complaints	1	0.25	0.29	0.07	0.11
	Wash Volume	14,702	20,326	11,536	12,265	11,441
	Cancellations	151	205	107	165	156
202	Tier 2		AVG Year to Date	Area Avg	Brand Avg	Company Average
	Number of Calls	119	170.67	111.43	125.71	120.28
	Phone Pick Up %	68.91%	55.77%	54%	54%	43.98%
	Phone Duration	3:03:01	4:18:15	2:24:09	2:57:27	2:35:53
	Google Reviews	2	3.53	4.25	4.28	4.12
	Complaints	0	0.67	0.29	0.07	0.11
	Wash Volume	10,980		11,536		
_			16,335 171	107	12,265	11,441 156
	Cancellations	144			165	
203	Tier 1		AVG Year to Date	Area Avg	Brand Avg 125.71	Company Average
_	Number of Calls	177	260.50	149.14		120.28
_	Phone Pick Up %	64.97%	51.91%	53%	54%	43.98%
	Phone Duration	3:41:21	6:21:19	3:36:20	2:57:27	2:35:53
	Google Reviews	3.5	4.02	3.99	4.28	4.12
	Complaints	0	0.50	0.00	0.07	0.11
_	Wash Volume	16,431	21,645	15,800	12,265	11,441
	Cancellations	162	249	166	165	156
204	Tier 2		AVG Year to Date	Area Avg	Brand Avg	Company Average
	Number of Calls	113	191.58	111.43	125.71	120.28
	Phone Pick Up %	61.95%	49.54%	54%	54%	43.98%
	Phone Duration	2:13:37	3:49:50	2:24:09	2:57:27	2:35:53
	Google Reviews	5	4.42	4.25	4.28	4.12
	Complaints	0	0.17	0.29	0.07	0.11
	Wash Volume	13,498	18,661	11,536	12,265	11,441
	Cancellations	144	164	107	165	156
205	Tier 1	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
	Number of Calls	231	263.42	149.14	125.71	120.28
	Phone Pick Up %	42.42%	36.54%	53%	54%	43.98%
	Phone Duration	4:51:16	5:36:55	3:36:20	2:57:27	2:35:53
_	Google Reviews	4	3.98	3.99	4.28	4.12
_	Complaints	0	0.67	0.00	0.07	0.11
_	Wash Volume	19,942	25,220	15,800	12,265	11,441
_	Cancellations	194	209	166	165	156
206	Tier 1		AVG Year to Date	Area Avg	Brand Avg	Company Average
	Number of Calls	148	200.08	149.14	125.71	120.28
_	Phone Pick Up %	38.51%	47.84%	53%	54%	43.98%
_	Phone Duration	3:04:05	4:47:26	3:36:20	2:57:27	2:35:53
	Google Reviews	4.75	4.47.20	3.99	4.28	4.12
	Complaints	0	0.25	0.00	0.07	0.11
	Wash Volume	18,078	24,637	15,800	12,265	
	Cancellations	205	24,637	166	165	11,441
						The state of the s
207	Tier 1		AVG Year to Date	Area Avg	Brand Avg	Company Average
_	Number of Calls	154	207.67	149.14	125.71	120.28
_	Phone Pick Up %	23.38%	35.80%	53%	54%	43.98%
	Phone Duration	2:57:02	4:44:47	3:36:20	2:57:27	2:35:53
_	Google Reviews	5	4.49	3.99	4.28	4.12
	Complaints	0	0.50	0.00	0.07	0.11
_	Wash Volume	16,958	22,089	15,800	12,265	11,441
	Cancellations	168	174	166	165	156

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208 Tier 2	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
Number of Calls	95	146.50	111.43	125.71	120.28
Phone Pick Up %	37.89%	33.57%	54%	54%	43.98%
Phone Duration	1:47:08	2:29:57	2:24:09	2:57:27	2:35:53
Google Reviews	4.2	4.38	4.25	4.28	4.12
Complaints	0	0.58	0.29	0.07	0.11
Wash Volume	10,537	14,314	11,536	12,265	11,441
Cancellations	113	144	107	165	156
209 Tier 2	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
Number of Calls	113	142.17	149.14	125.71	120.28
Phone Pick Up %	44.25%	34.40%	53%	54%	43.98%
Phone Duration	3:12:31	3:11:29	3:36:20	2:57:27	2:35:53
Google Reviews	3.5	4.45	3.99	4.28	4.12
Complaints	0	0.00	0.00	0.07	0.11
Wash Volume	13,295	16,027	15,800	12,265	11,441
Cancellations	237	162	166	165	156
210 Tier 2 Number of Calls	Dec 2023 96	AVG Year to Date	Area Avg	Brand Avg	Company Average
	57.29%	109.58	111.43	125.71	120.28
Phone Pick Up %		46.67%	54%	54%	43.98%
Phone Duration	2:43:17	2:29:15	2:24:09	2:57:27	2:35:53
Google Reviews	4.2	4.33	4.25	4.28	4.12
Complaints	0	0.50	0.29	0.07	0.11
Wash Volume	12,372	15,721	11,536	12,265	11,441
Cancellations	205	141	107	165	156
211 Tier 3	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
Number of Calls	93	85.92	149.14	125.71	120.28
Phone Pick Up %	70.97%	61.48%	53%	54%	43.98%
Phone Duration	2:34:58	2:10:42	3:36:20	2:57:27	2:35:53
Google Reviews	5	4.14	3.99	4.28	4.12
Complaints	0	0.25	0.00	0.07	0.11
Wash Volume	8,936	10,552	15,800	12,265	11,441
Cancellations	168	98	166	165	156
212 Tier 3	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
Number of Calls	87	73.83	149.14	125.71	120.28
Phone Pick Up %	74.71%	71.65%	53%	54%	43.98%
Phone Duration	2:47:45	2:12:44	3:36:20	2:57:27	2:35:53
Google Reviews	4.5	4.40	3.99	4.28	4.12
Complaints	0	0.08	0.00	0.07	0.11
Wash Volume	7,103	8,325	15,800	12,265	11,441
Cancellations	225	113	166	165	156
213 Tier 3	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
Number of Calls	68	72.08	111.43	125.71	120.28
Phone Pick Up %	67.65%	60.72%	54%	54%	43.98%
Phone Duration	1:31:56	1:44:06	2:24:09	2:57:27	2:35:53
Google Reviews	5	4.63	4.25	4.28	4.12
Complaints	0	0.33	0.29	0.07	0.11
Wash Volume	6,372	7,278	11,536	12,265	11,441
Cancellations	97	67	107	165	156
214 Tier 3	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
Number of Calls	75	66.83	111.43	125.71	120.28
Phone Pick Up %	49.33%	49.87%	54%	54%	43.98%
Phone Duration	1:52:51	1:47:57	2:24:09	2:57:27	2:35:53
Google Reviews	5	3.46	4.25	4.28	4.12
Complaints	0	0.17	0.29	0.07	0.11
Wash Volume	2,507	3,634	11,536	12,265	11,441
	94		107		
Cancellations	74	41	107	165	156

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Dec 2023	AVG Year to Date	Area Avg	Brand Ava	Company Average
				120.28
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				4.12
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				11,441
				156
				Company Average
				120.28
				43.98%
				2:35:53
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4.30				0.11
21 002				
				11,441
				156
The same of the sa				Company Average
				120.28
				43.98%
				2:35:53
				4.12
				0.11
				11,441
				156
				Company Average
				120.28
				43.98%
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				156
		the state of the s	The second secon	Company Average
				120.28
36.36%		29%		43.98%
1:04:11	2:28:55	2:34:16	2:59:39	2:35:53
				4.12
		0.29		0.11
		12,036		11,441
	79	109	155	156
Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
157	127.75	139.29	147.67	120.28
15.92%	15.84%	29%	31%	43.98%
2:40:55	2:23:51	2:34:16	2:59:39	2:35:53
5	4.49	4.35	4.20	4.12
0	0.83	0.29	0.08	0.11
12,252	14,005	12,036	11,926	11,441
171	120	109	155	156
Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
98		96.67		120.28
				43.98%
				2:35:53
				4.12
				0.11
				11,441
118	92	99	155	156
	131 24.43% 2:51:22 3 0 8,963 97 Dec 2023 260 40.77% 6:03:15 4.36 1 21,982 226 Dec 2023 233 14.59% 4:12:47 3.8 0 16,625 165 Dec 2023 145 40.00% 3:48:54 4.17 0 12,123 102 Dec 2023 77 36.36% 1:04:11 4.38 0 8,069 143 Dec 2023 157 15.92% 2:40:55 5 0 12,252 171 Dec 2023 98 57.14% 2:34:43 3.67 0 9,437	24.43% 22.70% 2:51:22 2:24:50 3 4.45 0 0.25 8,963 10,957 97 99 Dec 2023 AVG Year to Date 260 275.83 40.77% 24.36% 6:03:15 5:24:57 4.36 4.49 1 0.25 21,982 24,065 226 169 Dec 2023 AVG Year to Date 233 293.75 14.59% 19.32% 4:12:47 4:56:11 3.8 4.37 0 0.33 16,625 19,240 165 134 Dec 2023 AVG Year to Date 145 131.50 40.00% 35.11% 3:48:54 3:06:54 4.17 4.31 0 0.42 12,123 13,367 102 103 Dec 2023 AVG Year to Date 77 119.33 36.36% 33.84% 1:04:11 2:28:55 4.38 4.40 0 0.08 8,069 9,998 143 79 Dec 2023 AVG Year to Date 77 119.33 36.36% 33.84% 1:04:11 2:28:55 4.38 4.40 0 0.08 8,069 9,998 143 79 Dec 2023 AVG Year to Date 77 119.33 36.36% 33.84% 1:04:11 2:28:55 4.38 4.40 0 0.08 8,069 9,998 143 79 Dec 2023 AVG Year to Date 77 119.33 36.36% 33.84% 1:04:11 2:28:55 4.38 4.40 0 0.08 8,069 9,998 143 79 Dec 2023 AVG Year to Date 98 105.25 57.14% 44.69% 2:34:43 1:59:18 3.67 4.43 0 0.00 9,437 10,896	131 130.08 96.67 24.43% 22.70% 35% 2:51:22 2:24:50 1:33:30 3 4.45 4.48 0 0.25 0.00 8,963 10,957 11,603 97 99 99 Dec 2023 AVG Year to Date Area Avg 260 275.83 139.29 40.77% 24.36% 29% 40.77% 24.36% 29% 40.77% 24.36% 29% 4.36 4.49 4.35 1 0.25 0.29 21,982 24,065 12,036 226 169 109 Dec 2023 AVG Year to Date Area Avg 233 293.75 139.29 4:12:47 4:56:11 2:34:16 3.8 4.37 4.35 0 0.33 0.29 16,625 19,240 12,036 165 134 109 <t< td=""><td> 131</td></t<>	131

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308	Tier 3	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
	Number of Calls	82	80.75	96.67	147.67	120.28
	Phone Pick Up %	57.32%	41.14%	35%	31%	43.98%
ĺ	Phone Duration	2:00:59	1:44:06	1:33:30	2:59:39	2:35:53
	Google Reviews	4.33	4.50	4.48	4.20	4.12
	Complaints	0	0.17	0.00	0.08	0.11
	Wash Volume	9,164	10,791	11,603	11,926	11,441
	Cancellations	168	81	99	155	156
309	Tier 2	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
	Number of Calls	20	32.42	96.67	147.67	120.28
	Phone Pick Up %	40.00%	33.02%	35%	31%	43.98%
	Phone Duration	0:49:50	0:53:31	1:33:30	2:59:39	2:35:53
	Google Reviews	5	4.69	4.48	4.20	4.12
	Complaints	1	0.58	0.00	0.08	0.11
	Wash Volume	16,540	17,876	11,603	11,926	11,441
	Cancellations	259	104	99	155	156
310	Tier 4	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
	Number of Calls	120	12.42	139.29	147.67	120.28
	Phone Pick Up %	63%	33.33%	29%	31%	43.98%
	Phone Duration	2:37:44	1:30:56	2:34:16	2:59:39	2:35:53
	Google Reviews	-		4.35	4.20	4.12
	Complaints	0	0.00	0.29	0.08	0.11
	Wash Volume	4,991	2,775	12,036	11,926	11,441
	Cancellations	7	8	109	155	156
311	Tier 3	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
	Number of Calls	85	77.25	96.67	147.67	120.28
	Phone Pick Up %	22.35%	31.43%	35%	31%	43.98%
	Phone Duration	1:54:32	1:25:32	1:33:30	2:59:39	2:35:53
		NO REVIEWS		4.48	4.20	4.12
	Complaints	0	0.25	0.00	0.08	0.11
	Wash Volume	11,082	10,757	11,603	11,926	11,441
	Cancellations	162	86	99	155	156
312	Tier 3	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
	Number of Calls	118	132.33	139.29	147.67	120.28
	Phone Pick Up %	6.78%	5.31%	29%	31%	43.98%
	Phone Duration	1:49:25	1:57:49	2:34:16	2:59:39	2:35:53
	Google Reviews	4.33	4.39	4.35	4.20	4.12
	Complaints	0	0.08	0.29	0.08	0.11
	Wash Volume	13,866	15,190	12,036	11,926	11,441
	Cancellations	252	93	109	155	156
313	Tier 5	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
	Number of Calls	266	122.64	96.67	147.67	120.28
	Phone Pick Up %	28.20%	33.88%	35%	31%	43.98%
	Phone Duration	4:17:06	3:19:51	1:33:30	2:59:39	2:35:53
	Google Reviews	5	4.56	4.48	4.20	4.12
	Complaints	0	0.00	0.00	0.08	0.11
	Wash Volume	14,560	11,023	11,603	11,926	11,441
	Cancellations	244	200	99	155	156

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401	Tier 3		AVG Year to Date	Area Avg	Brand Avg	Company Average
	Number of Calls	274	184.83	99.71	141.83	120.28
	Phone Pick Up %	47.08%	44.89%	42%	43%	43.98%
	Phone Duration	5:44:55	3:29:21	2:18:13	3:04:50	2:35:53
	Google Reviews	4	3.79	3.33	4.43	4.12
	Complaints	1	0.33	0.14	0.17	0.11
	Wash Volume	8,684	13,160	10,432	8,996	11,441
	Cancellations	133	93	105	138	156
402	Tier 2	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
	Number of Calls	191	150.92	99.71	141.83	120.28
	Phone Pick Up %	51.83%	38.10%	42%	43%	43.98%
	Phone Duration	5:00:57	3:02:57	2:18:13	3:04:50	2:35:53
	Google Reviews	4	4.10	3.33	4.43	4.12
	Complaints	0	0.50	0.14	0.17	0.11
_	Wash Volume	13,724	16,637	10,432	8,996	11,441
	Cancellations	156	113	105	138	156
403	Tier 2	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
	Number of Calls	97	149.08	99.71	141.83	120.28
	Phone Pick Up %	58.76%	50.04%	42%	43%	43.98%
	Phone Duration	2:39:29	3:32:33	2:18:13	3:04:50	2:35:53
_	Google Reviews	4.33	4.02	3.33	4.43	4.12
	Complaints	0	0.83	0.14	0.17	0.11
	Wash Volume	10,638	15,479	10,432	8,996	11,441
	Cancellations	201	115	105	138	156
404	Tier 3	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
	Number of Calls	72	73.50	99.71	141.83	120.28
	Phone Pick Up %	54.17%	56.90%	42%	43%	43.98%
	Phone Duration	1:22:22	1:37:52	2:18:13	3:04:50	2:35:53
	Google Reviews	4.75	4.47	3.33	4.43	4.12
	Complaints	0	0.25	0.14	0.17	0.11
	Wash Volume	6,502	7,236	10,432	8,996	11,441
	Cancellations	98	67	105	138	156
405	Tier 5	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
	Number of Calls	5	1.25	99.71	141.83	120.28
_	Phone Pick Up %	80.00%	80.00%	42%	43%	43.98%
_	Phone Duration	0:12:19	0:12:19	2:18:13	3:04:50	2:35:53
	Google Reviews	0	0.00	3.33	4.43	4.12
	Complaints	0	0.00	0.14	0.17	0.11
	Wash Volume	605	605	10,432	8,996	11,441
	Cancellations	0	0	105	138	156
406	Tier 5	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
	Number of Calls	79	70.58	99.71	141.83	120.28
	Phone Pick Up %	30.38%	31.66%	42%	43%	43.98%
	Phone Duration	1:37:15	1:24:33	2:18:13	3:04:50	2:35:53
	Google Reviews	5	4.79	3.33	4.43	4.12
	Complaints	0	0.00	0.14	0.17	0.11
	Wash Volume	6,890	7,005	10,432	8,996	11,441
	Cancellations	119	87	105	138	156
408	Tier 5	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
	Number of Calls	138	152.50	99.71	141.83	120.28
	Phone Pick Up %	15.22%	18.70%	42%	43%	43.98%
	Phone Duration	2:04:03	2:10:08	2:18:13	3:04:50	2:35:53
	Google Reviews	4.5	4.20	3.33	4.43	4.12
	Complaints	0	0.00	0.14	0.17	0.11
	Wash Volume	7,535	6,347	10,432	8,996	11,441
_	Cancellations	118	113	105	138	156

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501	Tier 3		AVG Year to Date	Area Avg	Brand Avg	Company Average
	Number of Calls	64	132.25	107.43	83.63	120.28
	Phone Pick Up %	7.81%	20.65%	27%	42%	43.98%
	Phone Duration	0:57:44	3:48:55	2:42:04	1:50:56	2:35:53
	Google Reviews	NO REVIEWS	3.75	3.79	4.02	4.12
	Complaints	0	0.00	0.29	0.00	0.11
	Wash Volume	255	316	10,388	7,657	11,441
	Cancellations	š	in van Ce	122	123	156
502	Tier 3	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
	Number of Calls	95	131.25	107.43	83.63	120.28
	Phone Pick Up %	0.00%	0.00%	27%	42%	43.98%
	Phone Duration	3:19:43	2:42:18	2:42:04	1:50:56	2:35:53
	Google Reviews	5	4.35	3.79	4.02	4.12
	Complaints	0	0.17	0.29	0.00	0.11
	Wash Volume	10,097	11,007	10,388	7,657	11,441
	Cancellations	137	137	122	123	156
503	Tier 2		AVG Year to Date	Area Avg	Brand Avg	Company Average
500	Number of Calls	86	116.50	80.75	83.63	120.28
	Phone Pick Up %	48.84%	49.15%	46%	42%	43.98%
	Phone Duration	2:01:28	2:47:26	1:43:44	1:50:56	2:35:53
	Google Reviews	2.33	4.11	4.42	4.02	4.12
	Complaints	0	0.50	0.63	0.00	0.11
	Wash Volume	12,160	15,048	9,835	7,657	11,441
	Cancellations	152	130	95	123	156
FOA	ALCOHOLD STREET	Dec 2023		The second secon	_	
504	Tier 3	90 90	AVG Year to Date	Area Avg	Brand Avg	Company Average
	Number of Calls		123.75	107.43	83.63	120.28
	Phone Pick Up %	37.78%	26.25%	27%	42%	43.98%
	Phone Duration	2:07:20	1:55:30	2:42:04	1:50:56	2:35:53
	Google Reviews	5	4.40	3.79	4.02	4.12
	Complaints	0	0.50	0.29	0.00	0.11
	Wash Volume	12,244	14,818	10,388	7,657	11,441
	Cancellations	98	107	122	123	156
505	Tier 3		AVG Year to Date	Area Avg	Brand Avg	Company Average
	Number of Calls	83	148.25	80.75	83.63	120.28
	Phone Pick Up %	62.65%	54.35%	46%	42%	43.98%
	Phone Duration	2:04:29	2:41:23	1:43:44	1:50:56	2:35:53
	Google Reviews	5	4.58	4.42	4.02	4.12
	Complaints	0	0.08	0.63	0.00	0.11
	Wash Volume	5,573	7,728	9,835	7,657	11,441
	Cancellations	71	76	95	123	156
506	Tier 3		AVG Year to Date	Area Avg	Brand Avg	Company Average
	Number of Calls	26	67.33	80.75	83.63	120.28
	Phone Pick Up %	46.15%	37.95%	46%	42%	43.98%
	Phone Duration	0:20:58	1:04:08	1:43:44	1:50:56	2:35:53
	Google Reviews	3.8	4.30	4.42	4.02	4.12
	Complaints	0	0.25	0.63	0.00	0.11
	Wash Volume	6,935	9,074	9,835	7,657	11,441
	Cancellations	80	71	95	123	156
507	Tier 3	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
	Number of Calls	109	129.92	80.75	83.63	120.28
	Phone Pick Up %	50.46%	46.56%	46%	42%	43.98%
	Phone Duration	2:24:15	3:08:50	1:43:44	1:50:56	2:35:53
	Google Reviews	2	4.27	4.42	4.02	4.12
	Complaints	0	0.17	0.63	0.00	0.11
	Wash Volume	9,379	11,762	9,835	7,657	11,441
	Cancellations	112	121	95	123	156

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508 Tier 3	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
Number of Calls	144	173.58	107.43	83.63	120.28
Phone Pick Up %	50.00%	37.99%	27%	42%	43.98%
Phone Duration	2:58:06	3:21:09	2:42:04	1:50:56	2:35:53
Google Reviews	5	4.52	3.79	4.02	4.12
Complaints	0	0.50	0.29	0.00	0.11
Wash Volume	12,016	14,145	10,388	7,657	11,441
Cancellations	136	119	122	123	156
509 Tier 3	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
Number of Calls	78	126.08	72.25	83.63	120.28
Phone Pick Up %	80.77%	63.73%	45%	42%	43.98%
Phone Duration	2:33:01	2:37:18	1:24:28	1:50:56	2:35:53
	5	4.63	4.75	4.02	4.12
Google Reviews	0	0.33			
Complaints			0.00	0.00	0.11
Wash Volume	4,575	6,524	5,071	7,657	11,441
Cancellations	42	59	55	123	156
510 Tier 3	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
Number of Calls	73	109.83	72.25	83.63	120.28
Phone Pick Up %	45.21%	37.69%	45%	42%	43.98%
Phone Duration	1:28:10	2:10:57	1:24:28	1:50:56	2:35:53
Google Reviews	2.67	4.34	4.75	4.02	4.12
Complaints	0	0.42	0.00	0.00	0.11
Wash Volume	4,410	5,912	5,071	7,657	11,441
Cancellations	59	47	55	123	156
511 Tier 3	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
Number of Calls	65	77.75	80.75	83.63	120.28
Phone Pick Up %	46.15%	45.23%	46%	42%	43.98%
Phone Duration	1:55:52	1:34:44	1:43:44	1:50:56	2:35:53
Google Reviews	3.2	4.20	4.42	4.02	4.12
Complaints	0	0.08	0.63	0.00	0.11
Wash Volume	9,671	11,220	9,835	7,657	11,441
Cancellations	214	121	95	123	156
512 Tier 3	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
Number of Calls	74	81.33	80.75	83.63	120.28
Phone Pick Up %	33.78%	25.16%	46%	42%	43.98%
Phone Duration	1:35:46	1:26:02	1:43:44	1:50:56	2:35:53
Google Reviews	5	4.78	4.42	4.02	4.12
Complaints	0	0.08	0.63	0.00	0.11
Wash Volume	6,379	7,755	9,835	7,657	11,441
Add serve and a few or a best and a second of an armony of	119	74	95	123	156
Cancellations			- CONTRACTOR OF THE PARTY OF TH		- Commission of the Commission
513 Tier 3	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
Number of Calls	65	77.33	72.25	83.63	120.28
Phone Pick Up %	50.77%	37.79%	45%	42%	43.98%
Phone Duration	1:14:51	1:31:13	1:24:28	1:50:56	2:35:53
Google Reviews	1	4.25	4.75	4.02	4.12
Complaints	0	0.00	0.00	0.00	0.11
Wash Volume	3,349	5,061	5,071	7,657	11,441
Cancellations	88	56	55	123	156
514 Tier 3	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
Number of Calls	108	89.75	80.75	83.63	120.28
Phone Pick Up %	38.89%	43.25%	46%	42%	43.98%
Phone Duration	2:12:52	1:38:48	1:43:44	1:50:56	2:35:53
Google Reviews	4.5	4.64	4.42	4.02	4.12
Complaints	0	0.17	0.63	0.00	0.11
	8,382	9,681	9,835	7,657	11,441
Wash Volume	9,996				1 1 1 1 1 1 1 1

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Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
51	69.83	80.75	83.63	120.28
68.63%	52.91%	46%	42%	43.98%
1:03:42	1:33:37	1:43:44	1:50:56	2:35:53
4.67	4.43	4.42	4.02	4.12
0	0.25	0.63	0.00	0.11
8,857	9,298	9,835	7,657	11,441
169	139	95	123	156
Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
126	140.67	107.43	83.63	120.28
29.37%	30.42%	27%	42%	43.98%
2:43:54	2:51:54	2:42:04	1:50:56	2:35:53
4.75	4.26	3.79	4.02	4.12
0	0.33	0.29	0.00	0.11
12,075	13,090			11,441
	214		123	156
	AVG Year to Date		Brand Avg	Company Average
82	104.92	107.43	83.63	120.28
30.49%				43.98%
	1:53:43	2:42:04	1:50:56	2:35:53
4.2	4.52	3.79	4.02	4.12
0	0.00	0.29		0.11
7,186	7,956	10,388		11,441
	76		The Contract of the Contract o	156
Dec 2023	AVG Year to Date			Company Average
117	107.00	107.43	83.63	120.28
20.51%	25.11%	27%	42%	43.98%
1:42:47	2:00:14	2:42:04	1:50:56	2:35:53
5	4.59	3.79	4.02	4.12
0	0.00	0.29	0.00	0.11
8,482	7,785	10,388	7,657	11,441
				156
Dec 2023		The state of the s	The state of the s	Company Average
53		The second secon	83.63	120.28
41.51%				43.98%
	The second secon			2:35:53
				4.12
0	0.00	0.00	0.00	0.11
				11,441
- Academy Administration	- Indicional -	- CONTRACTOR OF	The second secon	156
	51 68.63% 1:03:42 4.67 0 8,857 169 Dec 2023 126 29.37% 2:43:54 4.75 0 12,075 333 Dec 2023 82 30.49% 1:15:39 4.2 0 7,186 73 Dec 2023 117 20.51% 1:42:47 5 0 8,482 121 Dec 2023 53 41.51% 1:07:01 4.2	1:03:42	51 69.83 80.75 68.63% 52.91% 46% 1:03:42 1:33:37 1:43:44 4.67 4.43 4.42 0 0.25 0.63 8,857 9,298 9,835 169 139 95 Dec 2023 AVG Year to Date Area Avg 126 140.67 107.43 29.37% 30.42% 27% 2:43:54 2:51:54 2:42:04 4.75 4.26 3.79 0 0.33 0.29 12,075 13,090 10,388 333 214 122 Dec 2023 AVG Year to Date Area Avg 82 104.92 107.43 30.49% 27.38% 27% 1:15:39 1:53:43 2:42:04 4.2 4.52 3.79 0 0.00 0.29 7,186 7,956 10,388 73 76 122	51 69.83 80.75 83.63 68.63% 52.91% 46% 42% 1:03:42 1:33:37 1:43:44 1:50:56 4.67 4.43 4.42 4.02 0 0.25 0.63 0.00 8,857 9,298 9,835 7,657 169 139 95 123 Dec 2023 AVG Year to Date Area Avg Brand Avg 126 140.67 107.43 83.63 29.37% 30.42% 27% 42% 2:43:54 2:51:54 2:42:04 1:50:56 4.75 4.26 3.79 4.02 0 0.33 0.29 0.00 12,075 13,090 10,388 7,657 333 214 122 123 Dec 2023 AVG Year to Date Area Avg Brand Avg 82 104.92 107.43 83.63 30.49% 27.38% 27% 42% 1:15:39

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601	Tier 3	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
	Number of Calls	77	116.17	109.57	111.33	120.28
	Phone Pick Up %	66.23%	45.96%	41%	44%	43.98%
	Phone Duration	1:39:58	2:22:59	2:20:24	1:57:15	2:35:53
	Google Reviews	5	4.67	4.23	4.39	4.12
	Complaints	0	0.17	0.14	0.17	0.11
	Wash Volume	7,861	9,213	7,213	8,071	11,441
	Cancellations	117	98	75	121	156
602	Tier 3	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
002	Number of Calls	105	111.33	109.57	111.33	120.28
	Phone Pick Up %	52.38%	41.03%	41%	44%	43.98%
	Phone Duration	2:34:03	2:19:39	2:20:24	1:57:15	2:35:53
	Google Reviews	5	4.25	4.23	4.39	4.12
	Complaints	0	0.42	0.14	0.17	0.11
	Wash Volume	8,052	9,280	7,213	8,071	11,441
	Cancellations	127	82	75	121	156
603	Tier 3	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
005	Number of Calls	169	177.42	109.57	111.33	120.28
	Phone Pick Up %	4.73%	35.21%	41%	44%	43.98%
	Phone Duration	2:39:27	3:22:18	2:20:24	1:57:15	2:35:53
	Google Reviews	3.67	3.79	4.23	4.39	4.12
		0	0.25		0.17	0.11
	Complaints			0.14		
	Wash Volume	10,891 143	11,789 111	7,213 75	8,071 121	11,441 156
101	Cancellations	Dec 2023			The state of the s	The second secon
604	Tier 3	95	AVG Year to Date	Area Avg	Brand Avg	Company Average
	Number of Calls		108.08	109.57	111.33	120.28
	Phone Pick Up %	55.79%	49.75%	41%	44%	43.98%
	Phone Duration	2:05:17	2:19:35	2:20:24	1:57:15	2:35:53
	Google Reviews	3	4.30	4.23	4.39	4.12
	Complaints	0	0.17	0.14	0.17	0.11
	Wash Volume	7,877	7,697	7,213	8,071	11,441
107	Cancellations	103	102	75	121	156
607	Tier 4	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
	Number of Calls	106	29.00 0.00%	109.57	111.33 44%	120.28 43.98%
	Phone Pick Up %	-		41%		
	Phone Duration	-	0:00:07	2:20:24	1:57:15	2:35:53
	Google Reviews	0	#DIV/0!	4.23	4.39	4.12
	Complaints		0.00	0.14	0.17	0.11
	Wash Volume	5,842 4	5,842	7,213	8,071	11,441
100	Cancellations		4	75	121	156
609	Tier 5	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
	Number of Calls	128	114.50	109.57	111.33	120.28
	Phone Pick Up %	36.72%	35.25%	41%	44%	43.98%
	Phone Duration	1:37:21	1:55:54	2:20:24	1:57:15	2:35:53
	Google Reviews	4.67	4,44	4.23	4.39	4.12
	Complaints	7 420	0.17	0.14	0.17	0.11
	Wash Volume	7,438	7,295	7,213	8,071	11,441
110	Cancellations	117	87	75	121	156
610	Tier 4	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
	Number of Calls	94	111.50	109.57	111.33	120.28
	Phone Pick Up %	46.81%	33.27%	41%	44%	43.98%
	Phone Duration	1:07:24	1:29:12	2:20:24	1:57:15	2:35:53
	Google Reviews	5	4.40	4.23	4.39	4.12
	Complaints	0	0.08	0.14	0.17	0.11
	Wash Volume	6,307	5,698	7,213	8,071	11,441
	Cancellations	116	190	75	121	156

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701 Tier 2	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
Number of Calls	218	152.83	130.13	206.33	120.28
Phone Pick Up %	11.47%	9.29%	39%	37%	43.98%
Phone Duration	4:35:11	2:34:07	2:57:07	4:44:15	2:35:53
Google Reviews	3.67	4.00	4.23	3.89	4.12
Complaints	0	0.17	0.13	0.00	0.11
Wash Volume	13,646	16,455	13,309	12,026	11,441
Cancellations	285	147	134	301	156
702 Tier 3	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
Number of Calls	232	125.17	130.13	206.33	120.28
Phone Pick Up %	30.17%	33.62%	39%	37%	43.98%
Phone Duration	4:17:12	2:14:48	2:57:07	4:44:15	2:35:53
Google Reviews	3	4.21	4.23	3.89	4.12
Complaints	0	0.08	0.13	0.00	0.11
Wash Volume	10,977	11,886	13,309	12,026	11,441
Cancellations	313	115	134	301	156
703 Tier 3	Dec 2023	AVG Year to Date	Area Avg	Brand Avg	Company Average
Number of Calls	169	132.75	130.13	206.33	120.28
Phone Pick Up %	69.82%	52.08%	39%	37%	43.98%
Phone Duration	5:20:21	3:49:23	2:57:07	4:44:15	2:35:53
Google Reviews	5	4.65	4.23	3.89	4.12
Complaints	0	0.08	0.13	0.00	0.11
Wash Volume	11,455	12,968	13,309	12,026	11,441
Cancellations	305	116	134	301	156